

Message Text

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12

ACTION EUR-25

INFO OCT-01 ADP-00 EB-11 COME-00 TRSE-00 SCEM-02 INT-08

OMB-01 L-03 CIAE-00 INR-10 NSAE-00 RSC-01 SSO-00

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FM AMEMBASSY LISBON

TO SECSTATE WASHDC IMMEDIATE 8295

LIMITED OFFICIAL USE LISBON 2856

E.O. 11652: N/A

TAGS: EIND, BDIS, PO

SUBJECT: POL DISTRIBUTION IN PORTUGAL

REF: (A) STATE 149627; (B) LISBON 2813

1. LOCAL MOBIL REPS MET FUEL BOARD DIRECTOR-GENERAL MOURA VICENTE AUGUST 1. VICENTE RAISED NO OBJECTIONS TO MOBIL PLANS CLOSE DOWN 30 STATIONS OFFERED TO BUT REJECTED BY SONAP, COMMENTING THAT PORTUGAL HAD TOO MANY STATIONS ANYHOW. ALSO DID NOT OBJECT TO SALE OF OTHER 30 STATIONS BY MOBIL TO SONAP (FOR WHICH SONAP NOW MAKING WHAT MOBIL CONSIDERS "ACCEPTABLE OFFER"). WHILE HE STOOD BY DECISION THAT ONE COMPANY'S PRODUCT QUOTA COULD NOT BE TRANSFERRED TO ANOTHER VIA A DISTRIBUTION CONTRACT, HE DID NOT RULE OUT BUT AGREED TO STUDY PROPOSAL THAT SONAP AND/OR SACOR MIGHT SELL PRODUCT TO FOREIGN COMPANIES TO ENABLE THEM GET THROUGH THIS YEAR WITHOUT HAVING TO RATION OR CONSIDER FURTHER CLOSURES. (MOBIL NOW FEELS IT MAY BE ABLE GET BY ON GASOLINE BUT WILL REQUIRE 20,000 LITERS GASOIL.) MOURA VICENTE SEEMED IMPRESSED BY DEGREE TO WHICH MOBIL, THROUGH ITS NEGOTIATIONS WITH SONAP, HAS ATTEMPTED TO COOPERATE WITH GOP IN CONFORMING WITH THE DIRECTION OF ITS POLICY.

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2. I DISCUSSED SITUATION WITH BRITISH AMBASSADOR AND DCM AUGUST 1. WHILE THEY HAD HOPED TOPIC WOULD BE DISCUSSED DURING CAETANO LONDON VISIT, IT WAS TOUCHED ON ONLY LIGHTLY AND IN GENERAL TERMS. WHILE BRITISH EMBASSY HAS BEEN IN RELATIVELY RECENT TOUCH WITH SHELL AND BP REPS, LATTER WERE BUSILY NEGOTIATING (PRESUMABLY WITH SACOR) AND FELT EMBASSY INTERVENTION AT THAT TIME COULD UPSET APPLECART. (SHELL HAS ALREADY HELPED ITS CASE BY SUCCESSFUL JOINT BID WITH SACOR FOR OFF-SHORE CONCESSIONS.) BRITISH EMBOFFS INDICATED THEY PLANNED CONTACT SHELL AND BP TO SEE IF BRITISH COMPANIES NOW THOUGHT IT WAS WORTH WHILE FOR EMBASSY TO INTERVENE ON THEIR BEHALF WITH GOP.

3. I HAVE APPOINTMENT TODAY WITH MOURA VICENTE DESIGNED LARGELY TO SECURE GOP VERSION OF RECENT DEVELOPMENTS FROM HIM AND ALSO TO TRY TO DRAW HIM OUT ON HOW GOP VIEWS THE FUTURE ROLE OF FOREIGN COMPANIES IN PORTUGUESE OIL PICTURE.

POST

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